

**HUSQVARNA TO ACQUIRE HTC**

»Husqvarna Group's Construction Division has signed an agreement to acquire the Floor Grinding Solutions Division of HTC Group AB, the market leader in floor grinding solutions.

"We have previously communicated the ambition to grow our Construction Division. The acquisition of HTC is an important step on that journey and, together with the recent acquisitions of Pullman Ermator and Diamond Tool Supply, is seen as an expression of that goal. Combined, these acquisitions give us a strong position in the fast growing and attractive surface preparation market," said Kai Wärn, president and CEO of Husqvarna Group.

**SONNHALTER PUBLISHES VOC LIST**

»Sonnhalter's expanded database of vocational education programs across the country now includes more than 21,000 programs. The database is now easier to sort and filter and each state is now listed separately. There are also national programs and resources. Download the list at [www.sonnhalter.com/vocational](http://www.sonnhalter.com/vocational).

**MECHANIX WEAR NAMES NEW GLOBAL SALES DIRECTOR**

»Mechanix Wear Inc. announces the addition of Mark Rolfes as the company's director of global sales. Rolfes will lead Mechanix Wear's international sales team as it expands its automotive, tactical and industrial glove lines into new markets and territories. Rolfes brings more than 25 years of marketing and sales management experience to his new position. Learn more at [www.mechanix.com](http://www.mechanix.com).



ROLFES

**DODGE MOMENTUM INDEX GROWS 22%**

»The Dodge Momentum Index rose 1.6 percent in February to 144.0 and has now increased for five consecutive months. On a year-over-year basis, the Momentum Index is 22 percent higher, with commercial planning up 28 percent and institutional planning moving 15 percent ahead of last year. This suggests that construction activity will continue to see further growth as the year progresses. Learn more at [www.construction.com](http://www.construction.com).

**TIGERSTOP OPENS MEXICO OFFICE**

»Citing growth in sales and the potential for expanding into foreign markets, TigerStop has opened a new office in Mexico City and has hired Gregorio Aspeitia as national sales manager for Mexico. Aspeitia is tasked with new business development and building a new dealer network that can sell and support TigerStop products throughout Mexico and South America. For more information, visit [www.tigerstop.com](http://www.tigerstop.com).



ASPEITIA

**WELLS FARGO PREDICTS BUSY 2017**

»Construction industry executives have entered 2017 with increased optimism for nonresidential construction activity, according to the Wells Fargo Equipment Finance *Construction Industry Forecast*. The survey's Optimism Quotient reached its third highest reading in 20 years with a very positive 123 for 2017, a marked increase over the 2016 reading of 108.

A growing number of executives believe the industry will expand in the next two years, with 84 percent of executives expecting moderate to significant expansion, compared to only 62 percent in last year's *Forecast*.

Distributors expect to move more new and used equipment this year, with 65 percent expecting an increase in new and 66 percent expecting an increase in used sales.

Contractors plan to increase new and used equipment purchases by 39 and 25 percent, respectively. Contractors generally expect to support expansion by renting equipment in 2017. Although most (49 percent) continue to believe rentals will remain flat, a growing number of contractors (38 percent, up from 27 percent in 2016) believe it will increase. Download the *Forecast* at [www.wellsfargo.com/constructionforecast](http://www.wellsfargo.com/constructionforecast).

**CONSTRUCTION SUPPLY HOLDINGS NAMES WILLIAMS PRESIDENT AND CEO**

»Construction Supply Holdings has named Mitch Williams president and CEO. In late 2016, The Sterling Group brought together Brock White Company, LLC, Border Construction Specialties, LLC and Stetson Building Products Inc. to form Construction Supply Holdings. CSH has 48 branches with 750 employees and offers over 70,000 SKUs for nearly 25,000 customers.

Most recently, Williams was the CEO of Rexel's \$1.7 billion Asia Pacific region which had more than 250 branches in 13 countries and over 3,000 employees. For more information, visit [www.brockwhite.com](http://www.brockwhite.com), [www.teamborder.com](http://www.teamborder.com) and [www.stetsons.com](http://www.stetsons.com).

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**PIP EXPANDS SALES TEAM**

»Matt Mosely has joined VP Kurt Wanner's national accounts team at Protective Industrial Products as a national account manager. Mosely will serve the Airgas, Anixter, DGI/DoAll, Staples and Veritiv accounts.



Carlos Melo has also joined PIP as regional sales manager for New York and New England. Melo joins PIP with over 16 years of experience in the safety industry. Additional information about PIP is available at [www.pipusa.com](http://www.pipusa.com).

**VIEGA NAMES REA TO RSM**

»Viega LLC has promoted Scott Rea to regional sales manager, responsible for the Pacific Northwest region. Rea replaces Matt Bohmer, who was recently appointed to lead Viega's newly created Great Plains region. Rea has more than 17 years of experience in the plumbing and heating industry. Learn more at [www.viega.us](http://www.viega.us).

**DENNIS BROWN JOINS AGONOW**

»AgoNow LLC, a pure master industrial wholesaler and channel solutions provider based in Tulsa, Oklahoma, has announced that Dennis Brown has joined as vice president of sales. He will work with CEO Larry Davis. Before joining AgoNow, Brown spent more than 30 years in the welding, industrial and construction supplies market, most recently as director of strategic business for Weiler Corp. Visit [www.agonow.com](http://www.agonow.com).

**SHURTAPE JOINS SPHERE 1**

»Shurtape, an industry-leading producer of pressure-sensitive tapes, has joined Sphere 1, a national cooperative of independent tool, fastener and concrete accessory distributors, as a Preferred Supplier. Shurtape will work with Sphere 1 to deliver enhanced programs, education and field training to its members. Sphere 1 members will have access to Shurtape's comprehensive offering of tape solutions, including cloth and duct, masking and paper, packaging, foil, film and double-coated tapes. Learn more at [www.shurtape.com](http://www.shurtape.com) and [www.sphere1.coop](http://www.sphere1.coop).

**CUSTOM EQUIPMENT NAMES SCHNEIDER DIRECTOR OF SALES**

»Custom Equipment Inc. welcomes back Dan Schneider as director of sales. Schneider is focused on continuing the growth and channel development of Hy-Brid Lifts, Custom Equipment's line of lightweight low-level aerial work platforms. Schneider brings more than 25 years of manufacturing industry experience in general, sales and marketing management, business development, corporate planning and service distribution. Learn more at [www.hybridlifts.com](http://www.hybridlifts.com).

**NETPLUS ALLIANCE PROMOTES BRADO**

»NetPlus Alliance, a buying group with more than 380 industrial and contractor supplies distributor members, has promoted Zach Brado to the position of business development director. Brado has been with NetPlus Alliance since 2012 and previously served as marketing manager. He has a Master of Business Administration degree.



NetPlus Alliance negotiates improved pricing, rebates and terms with 175 product and service providers on behalf of more than 380 industrial and contractor supplies distributor members. Learn more about NetPlus Alliance at [netplusalliance.com](http://netplusalliance.com) or call (716) 438-2014.

**AMERICAN EAGLE PROMOTES VERTIN**

»Jason Vertin accepted the position of assistant product manager and inside sales for the American Eagle Accessories Group. Vertin is located in Hastings, Nebraska and will report to Tim Davison, Stellar Industries' product manager. Vertin will assist product management primarily for the LubeMate and FuelMate product lines. For more information about American Eagle Accessories Group, visit [www.americaneagleacc.com](http://www.americaneagleacc.com).

**METAL ROOFING ALLIANCE NAMES RAMEY EXECUTIVE DIRECTOR**

»The Metal Roofing Alliance (MRA) has named Renee Ramey as the organization's new executive director. Ramey replaces Bill Hippard, who has retired. Ramey brings more than 20 years of marketing and management experience to the position. Following a long tenure with Steelscape, Ramey most recently served as the marketing and human resources manager for Cascadia Metals. For more details, visit [www.MetalRoofing.com](http://www.MetalRoofing.com).



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